



### **Q Guild Scottish Meeting**

Monday 10th September 2018

Q Guild Office, Perth

**Present:** John Davidson (chair), Graeme Johnston, Scott Johnston, Rod Gillie, David Thomson, Drew McKenzie, Eddie Deary, Steven Cusack, Sue Woodall (Q Guild Reg Support), Douglas Scott (minutes).

Corporate members: Aileen Monk (KellyBronze), Erin Conroy (Verstegen), Tom Lawn, Anna Wilson and Paul Foster (all Scobies Direct)

Apologies were received from Stewart Collins, James Patrick, Robert Patrick, Duncan Fraser, Alan Kennedy and John Lawson.

### **Regional Support**

JD introduced the new member of Q Guild staff, Sue Woodall. SW explained that she had been taken on to help liaise with members, assist with the running regional meetings. Aims to have more interesting meetings and to encourage new members into the Q Guild. DM said that he felt members needed cajoled into attending meetings. SW observed that the more members attending the more ideas were generated. JD suggested that if other Regional chairmen attended other regions meetings it might prove beneficial.

### **Corporate Presentation: Scobies**

Tom Lawn presented various topics of interest including Gluten free rusks which will soon be produced in East Kilbride. Demand has overtaken normal rusk. They also have a big range of gluten free sausage packs.

Cook in the bag vacuum packaging is available. GJ felt it was hard to make this look attractive in the counter. PET hinge lidded containers come in all sorts of sizes. Grey trays are recyclable whereas black is not. They have a liquid seal. TL showed the meeting sleeves for sausage packs and offered to brand them with individual member requirements.

AW introduced the eco shop on [Scobies.com](http://Scobies.com). She featured pulp fibre biodegradable trays, originally sushi trays.

These trays vary in cost between 10p and 15p. AW hoped that increased volumes would reduce costs. Range will grow.

AW showed counter trays from Dalesbrook. Crescent melamine dishes on special this month. For Christmas white and red kit will be available. Tickets were circulated. Scobies have moved from Magicard to Edikio, a better machine. The software is also better.

TL tabled the proposed November Product of the Month, Blackenburs made with gold pork sausage mix with GF black pudding mix.

*a Masterclass in Meat...*

The Q Guild 8-10 Needless Road, Perth, PH2 0JW  
Tel: 01738 633160 Fax: 01738 441059 Email: [info@qguild.co.uk](mailto:info@qguild.co.uk)



### **Corporate Member Presentation: KellyBronze Scotland**

Aileen Monk explained new posters, new flyers, new window sticker, and the difference between KellyBronze. Prices are set at the end of September but a warning was made of an increase. Selling is straightforward off the Kelly website even if members do not have their own websites.

RG raised objection to the visual of live turkeys, especially chicks on point of sale material. Philip Regan from Kelly Turkeys will attend all the Scottish Craft Butcher regional meetings w/c 17 September. Members stressed that prices need to be known sooner.

KellyBronze will supply boneless crowns but focus is very much on whole bird.

### **Corporate Member Presentation: Verstegen**

Erin Conroy offered help with product development and offered samples of their pure range.

### **Open Forum**

SJ and GJ positive sales. RG doing more added value products since visiting S Collins. Pizza Chicken Ferguson's selling POTM 4 for £12 or £3.50 each. It is appealing to younger customers. See Fergusons Facebook picture.

DM summer trade was cracking but lately reversed. Promotions need re-invented, what works one week doesn't always work the next. Linking into an online farmers market, the Great British Food Hub - 40 to 50 producers. The orders are collected at the exchange in Bearsden and Milngavie on a Friday night.

SC said summer was too hot at times and so wasn't always good for business. Recent weeks not as good as expected. There has been no real recovery since oil crisis and no sign of any more disposable income.

### **Ian Jack, Stranraer**

Chairman JD paid tribute to a member who had sadly closed since last meeting. He said Ian Jack had been a most supportive member, a good attender who everybody liked. He will be a big loss to the Guild and greatly missed by the other Scottish members.

### **Discussion over visits**

The following possibilities were discussed for 2019 without a clear decision:-

Holland - Verstegen visit could be combined with shop visits.

Belgium - EuroBeef food show is at end of this month.

Republic of Ireland - Dublin - Limerick - Clonmel

Northern Ireland - Ballymena- Moira - Banbridge

North of England - Yorkshire

### **Date of Next Meeting**

AGM Sunday 13 January 2019 in Perth

Meeting closed at 6.10pm

*a Masterclass in Meat...*

The Q Guild 8-10 Needless Road, Perth, PH2 0JW  
Tel: 01738 633160 Fax: 01738 441059 Email: [info@qguild.co.uk](mailto:info@qguild.co.uk)